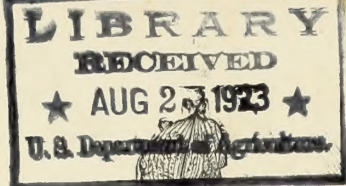


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FOR THE TRADE ONLY.



PITCHER & MANDA'S
STERLING
N·O·V·E·L·T·I·E·S
FOR
1893.

UNITED STATES NURSERIES,
SHORT HILLS, N. J.

PITCHER & MANDA'S STERLING NOVELTIES

FOR

1893.

IN collecting and securing the following list of Novelties we have exercised the greatest possible care in proving their desirability, true worth, and distinctive merits, and have every confidence in recommending them to the trade as articles positively new and never before offered to the American trade.

Although our establishment is not one of the oldest, yet we have been long since recognized as the disseminators of new and distinct plants which have come to the front, and are acknowledged by all authorities as the best known and most widely distributed of their class.

Most of the following articles we have carefully grown ourselves, and can recommend them as good and profitable sellers to all the trade who publish catalogues.

We have photographs of most of the following novelties, but would prefer the trade in general making electrotypes to suit their purposes. We would be pleased to lend what assistance lies in our power to facilitate the reproduction of true representations.

The descriptions of the many desirable Novelties in this pamphlet have been prepared somewhat hastily, owing to our desire to get them to the notice of the trade at once, endeavoring simply to bring out their most prominent points of merit, and would be pleased to furnish more lengthy descriptions if desired.

TERMS:

We solicit orders for all the following Novelties for delivery in proper season, but will only accept orders on the condition that they will not be advertised nor sold cheaper than the retail prices herein specified, at which we will offer the goods in our own retail catalogue, and protect the wholesale trade.

DATURA CORNUCOPIA.

HORN OF PLENTY.

In the wilds of South America the past year one of our old and experienced collectors of Orchids came upon a floral gem that, while out of his usual line, impressed him so much with the beauty and magnificence of its striking appearance, that he secured all the obtainable stock and sent it to us for introduction in this country. The singular form, gigantic size, striking colors, and pleasant odor of the flower make this novelty most conspicuous. We have grown it at our Nurseries during the past Summer, where it was seen by many of the leading Seedsmen and Florists of this country and Europe, and was by all authorities considered the most desirable novelty of 1892-93.

The plant is of a very robust habit. The stem is thick, dark-brown purple, shining as if varnished. The branches are very numerous, spreading symmetrically three or four feet in every direction. The leaves are large, of a dark-green color.

The flowers are trumpet-shaped, measuring eight to ten inches in length and five to seven inches across the mouth, and form three distinct flowers growing each within the other, the throat and mouth of corolla, a most delicate French white, beautifully contrasted and marbled with royal purple on the outside. They are produced in great abundance, a single plant giving from 200 to 300 fragrant blooms during the season under the most ordinary cultivation, followed by a large thorny seed-vessel which adds to the beauty of the plant.

This novelty is of the easiest culture, requiring to be planted at the end of May in a warm, rich soil. It can be cultivated as an isolated specimen, in masses, for centres of beds, or to fill barren places in shrubberies. In either case it produces the most striking and unique appearance in the garden.

Plants, in three inch pots, will be ready for distribution after March 1st.

Retail Price—Single Plants, 35c. Three Plants, \$1.00.

Wholesale Price—\$2.50 per doz.; \$15.00 per 100; \$125.00 per 1000.

We are preparing at some expense a **lithograph** of the Datura, $9\frac{1}{2} \times 6\frac{1}{2}$ inches, finely executed in many colors, which we can furnish to purchasers of this novelty desiring them for inserting in catalogues, at the following rates :

PRICE OF LITHOGRAPHS :

Per 100.....\$1.00. Per 1,000.....\$9.00.

Per 10,000.....\$75.00.

Should intending purchasers of large quantities wish to see an illustration at once, we could send them a water color painting of this desirable novelty.

The Variegated Silver Leaf Potato.

This potato is an excellent one for the table, being full of granulous substance and when cooked is white, mealy and of a delicious flavor. The color is a pale red (resembling the "Early Rose"), oblong in form and with flat or level eyes, thus obviating waste, and should be classed among the medium earlies.

All the foregoing qualities alone make it a desirable variety to be cultivated, but beyond this it is a **picturesque ornament** for private grounds and gardens, on account of its beautiful attire of leaves; therefore it can also be grown and cultivated in the finest parks, where of course the ordinary sorts of potato would be quite out of place.

Consequently it is of a **two-fold value, merging in one article the useful with the ornamental.** It is effective either as a single plant or as a group in beds, and its appearance is similar to the *Acer negunda* fl. var., or the Variegated Elder. Pot plants ready March 1, 1893.

25 cents each; \$2.00 per doz.; \$12.50 per 100.

P. & M.'s "Ice Lettuce."

This is a novelty of the first rank and the most recommendable sort of the whole variety of Lettuce. The curly edged leaves are very smooth and tender, of a bright green reddish tint, and have small indents which are continually filled with dew-drops, thus keeping the leaves always fresh.

When seen in the sunshine, truly this lettuce seems to be covered with small pearls of ice. Hence the name "**Ice Lettuce**" was given to it. It grows very quickly and in all respects must commend itself to those who try it.

In consequence of the excessive and continuous heat experienced this year, only 5 per cent. of the 80 to 140 inch circumference heads went into seed, and these had to be "scratched" for fear that the seed stalks would not continue growing.

50 cents per packet; \$4.00 per doz.; \$25.00 per 100.

P. & M.'s PRIZE CHRYSANTHEMUM SEED.

The Elite of Collections.

Our immense collection of this grand autumn flower is looked upon by all authorities as the most select, more distinct and new varieties of worth having been distributed from our establishment than from that of any other Firm in the world. Our Prize-Winners, after exhibition, are set aside and hybridized by artificial and other means, to produce seed which has become crossed with other good kinds.

This season we had seven large greenhouses, 200 by 25 feet, filled with new and the best of the older sorts. Assisted by the favorable weather during the flowering season, we trust we shall be fortunate enough to procure a large quantity of seed from all types.

25 cents per packet; \$2.00 per doz.; \$12.50 per 100.

Primula Chinensis Fimbriata.

P. & M.'S "STANDARD."

This is a novelty originated in and sent us from Germany, and is decidedly superior to all other varieties known. The flowers are one-third larger than those of other varieties and the growth of the whole plant is very much stronger. The first flower stems grow far above the foliage before they open, and then the flowers appear incurved.

Similar to the *Primula Japonica*, it is not uncommon in this variety to see two bunches of flowers on one stem. They bloom constantly and retain their excellent appearance for a long period.

The Erfurt Horticultural Society awarded the "Standard Primula" with a first-class certificate and announced it as the best variety known up to the present, and with this recommendation given by the highest authorities, we offer this novelty in America, feeling certain that it is most worthy and distinct. We can furnish two colors only—pure white and bright red.

50 cents per packet; \$4.00 per doz.; \$25.00 per 100.

P. & M.'s Tuberous Rooted Begonia Seed.

This is a class of plants which has been developed within the past 15 or 20 years by the skill of the hybridizer. Now we have them in bright scarlet, more brilliant than Geraniums, and in all shades of rose-red and pink to white, and of late we have brilliant yellows, from pale straw-color to brilliant bronze, and all both double and single. Our collection of these plants is very large, and the last season we have carefully saved seed from the best flowers, which we offer as below. This seed of our own saving is, we assure the trade, superior to the imported seed usually offered.

25 cents per packet; \$2.00 per doz.; \$12.50 per 100.

P. & M.'s Single Dahlia Seeds.

Our climate being most favorable to the growth of Single Dahlias we have for the past few years made a specialty of these plants, and have gathered together such a fine collection of specimens that we feel justified this year in making a special offer of seed from these to the Trade. What can be more beautiful in a border, in front of shrubbery, or in odd corners of the garden than some fine plants of this variety with its profusion of multicolored flowers standing out gracefully above its rich, striking foliage?

It is not commonly known that Single Dahlias can be flowered from seed sown the same year, and with the simplest cultivation produce such satisfactory results. Were they advertised more largely, they would meet with an appreciating demand, where a choice strain is procurable.

We have carefully saved a large quantity of the seed from our vast collection this year, which contains so many new and varied types that we have concluded to offer it in the novelty portion of our catalogue, and any of the trade wishing to secure some of this strain, would do well to place their orders at once.

10 cents per packet; 75 cents per doz.; \$5.00 per hundred.

P. & M.'s New Chrysanthemum Plants.

As is usual with us, we raise every year new varieties of Chrysanthemums, which after being tested two years are put on the market. Our Novelties of last year proved the most satisfactory kinds ever grown, and we have every reason to believe the several sets we will send out this year will contain many more prize winners. They have been tried two years, and are ahead of anything in cultivation. We purpose sending out several sets of Early Flowering, Incurved, Reflexed, Anemone, Single, Hairy and Japanese, and are preparing the descriptions of the varieties now on the measure they flower, and will be able to send them shortly on application. As you are aware of the ready sale of Chrysanthemums, you will find it to your advantage to catalogue our widely known and advertised collections.

Adiantum Cuneatum Variegatum.

(Variegated Maiden-Hair Fern.)

This is a beautiful variegated Maiden-Hair Fern, keeping its variegation well, and growing as freely as the common form. It is one of the most striking Ferns in cultivation and excites the admiration of every one.

Retail { Plants from 2-inch pots, \$1.00 each;
Plants from 3-inch pots, \$1.50 each;
Plants from 4 inch pots, \$2.00 each.

Maranta Lageriana.

A beautiful and very free growing species sent to us by our collector. It is a welcome addition to this useful class of plants, being dark, metallic, shiny green on the upper part, while underneath the leaf is deep purple black.

Retail Price, \$1.00 and \$1.50 each.

Helianthus Mollis Grandiflorus.

This is the noblest of the Sunflower family, growing only 4 feet in height and producing in the early fall large, well-shaped, bright yellow flowers. The plant is perfectly hardy, of free growth, and a grand addition to the Hardy Herbaceous Plants.

Retail Price 35c. each; \$3.50 per dozen.

Helianthus Hybridus.

This is a natural hybrid between *Helianthus mollis grandiflorus* and probably *Helianthus doronicoides*. It grows a foot to 18 inches taller than mollis, while the flowers are of slightly deeper color and having the same form and quality as the former.

Retail Price 35c. each; \$3.50 per dozen.

Heliopsis Pitcherianus.

This is a new plant and one that has no equal among all the Hardy Herbaceous Plants. It is perfectly hardy; grows 2 to 3 feet in height and spreading 3 to 4 feet. It is a perpetual bloomer, flowering the whole summer. Flowers are about 2 inches in diameter, of a beautiful, deep golden yellow color, and very thick texture, being very useful for cutting and a far superior plant to *Coreopsis lanceolata*.

Retail Price 35c. each; \$3.50 per dozen.

Our discounts to the trade where the retail price only is stated, are as follows:

On single plants, 25 per cent.;

By the dozen, 33 $\frac{1}{3}$ per cent.;

Twenty-five and over of one kind, 50 per cent.

Special discounts for larger quantities given on application.

TIGRIDIA GRANDIFLORA ROSEA.

(Large Flowered Peacock, or Mexican Shell Flower.)

A large cultivator in Europe of this showy Summer flowering bulb called our attention to this new and improved variety.

We think so well of it that we feel certain it will become a standard sort and take the place of all others when better known. The flowers are four to five inches across, of a beautiful lilac shading, spotted with deeper rose. They grow in great profusion, blooming all Summer, and form a most attractive plant from their oddity as well as their loveliness. The demand for Tigridias is each year increasing, and all publishers of catalogues would do well to give this new type a prominent place. The variety known as Grandiflora alba makes a very pleasing contrast when used with this new sort.

Large-flowering Bulbs, \$3.00 per Doz. \$20.00 per 100.

DWARF CALLA-LILY, "THE GEM."

(**RICHARDIA NANA.**)

This is a novelty of great merit, which we can highly recommend, having given it a very fair trial with the ordinary variety known as the Calla-lily. To illustrate its distinctiveness we gave on page 8 of our Wholesale Fall Catalogue a reproduction from photograph of two plants taken side by side—the Dwarf Calla and the common variety. It will be found particularly useful to florists for design-work, as the flowers are somewhat smaller than the ordinary variety, and it is in every way its superior for a pot-plant. It is very prolific in flowering, throwing four to five blooms from one medium-sized bulb, and seldom grows higher than one and a half feet.

Large-flowering Dry Bulbs, 25 cts. each, \$2.50 per dozen, \$18.00 per 100.

We have but a very limited supply for present delivery, but can book orders for any quantity for delivery Summer 1893.

